



North Carolina District Review

U.S. Small Business Administration, 6302 Fairview Road, Suite 300, Charlotte, NC 28210
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NOVEMBER, 2004

The *NC District Review* is available via e-mail or fax. To receive via e-mail, visit www.sba.gov and click on 'Other SBA Subscriptions.' To receive via fax, notify Cecelia Rolls by phone at 704-344-6810, by fax at 704-344-6769 or e-mail at cecelia.rolls@sba.gov.

MOST ACTIVE LENDER RANKINGS **FY 2005 YTD**

October 1, 2004 – October 31, 2004

LENDERS

	<u>7(a)</u>	<u>504</u>	<u>Total</u>	<u>\$ Amount Millions</u>
Large Banks				
1. Innovative Bank	40	0	40	\$0.25
2. Bank of America	24	0	24	\$0.57
3. Capital One Federal Savings	14	0	14	\$0.54
4. Wachovia Bank	8	0	8	\$1.4
5. Bank of Granite	7	0	7	\$0.93
Community Banks				
1. Surrey Bank & Trust Company	8	0	8	\$0.83
2. Carolina Bank	2	0	2	\$0.60
3. Fidelity Bank	1	0	1	\$0.1
4. Bank of Stanly	1	0	1	\$0.03
Small Business Lending Companies				
1. CIT Small Business Lending Corporation	9	0	9	\$4.4
2. Self-Help Credit Union	4	0	4	\$0.28
Certified Development Companies				
1. Self-Help Ventures Fund		3	3	\$0.92
2. Business Expansion Funding Corp.		2	2	\$1.4
2. Centralina Development Corporation		2	2	\$0.84
2. Asheville-Buncombe Devel. Corp.		2	2	\$0.29

NC DISTRICT OFFICE OFF TO A GOOD START IN FY '05

The SBA North Carolina District celebrated its best October ever, approving 156 loans for over \$25 million. This surpasses the previous record in October 2003 with 111.

“We’re off to a great start,” said District Director Lee Cornelison. “With the help of our lenders, we hope to beat the record year we had in 2004.”

SBA approved **42%** more loans in North Carolina in Fiscal Year 2004 than in FY 2003. In FY 2004, **1,380** loans were guaranteed for over \$264 million compared to 968 loans for \$252 million in 2003.



REMINDER: 2005 SMALL WEEK AWARD NOMINATIONS

SBA is seeking nominations for the 2005 North Carolina Small Business Person of the Year and Small Business Champion (formerly Advocate) awards. Please consider honoring one of your small business clients.

The 2005 Small Business Week celebration next year will honor the small business community's many contributions to the American economy and society. The state winners will be invited to Washington, DC to compete for national honors in their respective categories. **National Small Business Week will be celebrated April 25-30, 2005.**

A new category has been added. **SBA Family-Owned Business of the Year** honors a family-owned and operated business which has been passed on from one generation to another. Nominees must also serve as a majority owner and operator or bear principal responsibility for operating a small business with at least a 15-year track record.

Other local awards include:

**Small Business Exporter of the Year
Young Entrepreneur of the Year
Minority Small Business Champion
Veteran Small Business Champion**

**Financial Services Champion
Home-Based Business Champion
Women in Business Champion
Small Business Journalist of the Year**

Nomination packages must be received at the Charlotte District Office on or before Friday, December 3, 2004.

To find nomination guidelines and required forms, visit the SBA North Carolina District website at <http://www.sba.gov/nc>. Look in the What's New? section and click on 2005 Small Business Week Awards. For more information contact Mike Ernandes, 704-344-6588 or e-mail mike.ernandes@sba.gov.

BECOME AN SBAExpress LENDER!!

Take advantage of all the additional benefits for your bank and your small business customer.

Benefits include:

- Loan maximum of \$250,000
- Implement risk based pricing or maximum interest rates of:
 - Prime + 6.5% on loans of \$50,000 or less
 - Prime + 4.5% on loans above \$50,000 to \$250,000
- Provide for SBA's guarantee purchase of loans with a balance of \$50,000 or less prior to liquidation.
- Program includes many lenders who previously didn't meet minimum loan volume requirements. There are no minimum SBA loan volume requirements to begin making SBAExpress loans.

Call your local SBA representative for details.

LENDER RANKING LIST

Want to see how your bank/organization compares with other SBA lenders? See pages 6-7 for the comprehensive year-end loan summary by lender.

MONTHLY LENDER WORKSHOPS

The NC District Office will conduct **Lender Workshops** from 9:00 a.m. until 12:15 p.m. on the **second Wednesday of each month** at the **Charlotte, Raleigh, Wilmington and Asheville** offices. See below for upcoming dates.

The workshops focus on SBA Loan Programs and borrower eligibility. Walk-ins are welcome, but the presenter appreciates knowing in advance if you are planning to come. To register, call Celia Rolls at (704) 344-6810 for Charlotte, Ivan Hankins at (919) 851-1891 for the Raleigh Area, Mike Arriola at (828) 225-1844 for Asheville or Arline Brex at (910) 202-0494 for Wilmington.

Upcoming Dates

2004	2005
December 8	January 12
	February 9

REMINDER: SBA DAYS

If you have clients who would be interested in learning more about SBA's programs, they can schedule a 30 minute, one-on-one information session with an SBA Representative. Call to make an appointment at the following locations:

Sponsor	Location	Day	Hours	Phone Number
Watauga JobLink Center	Boone	Second Thursday	10 a.m.-3 p.m.	828-265-5385
Cary Chamber	Cary	Third Wednesday	10 a.m.- 2 p.m.	919-467-1016
SBA	Charlotte	Fourth Tuesday	9 a.m. - 4 p.m.	704-344-6563
Gaston Co. Chamber	Gastonia	Second Tuesday	9 a.m. - 1 p.m.	704-864-2621
Greensboro Chamber	Greensboro	First Tuesday	10 a.m.- 2 p.m.	336-510-1234
Henderson Co. Chamber	Hendersonville	Third Friday	10 a.m.- 2 p.m.	828-692-1413
Catawba Co. Chamber	Hickory	Third Tuesday	10 a.m.- 2 p.m.	828-328-6000
Mooresville Chamber	Mooresville	First Thursday	9 a.m. - 2 p.m.	704-664-3898
Rowan Co. Chamber	Salisbury	Fourth Wednesday	9:30 a.m.-2 p.m.	704-633-4221

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To help us serve you better, we encourage all readers of the North Carolina District Review to subscribe via the agency's website. It's fast and easy! If you have any questions, call Mike Ernandes at (704) 344-6588 or e-mail mike.ernandes@sba.gov.

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NC DISTRICT OFFICE LENDER CONTACTS

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Thomas Neal	(704) 344-6577	thomas.neal@sba.gov
Cecelia Rolls	(704) 344-6810	cecilia.rolls@sba.gov

ASHEVILLE & WESTERN NC

Mike Arriola	(828) 225-1844	michael.arriola@sba.gov
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RALEIGH/DURHAM & NORTHEASTERN NC

Ivan Hankins	(919) 851-1891	ivan.hankins@sba.gov
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WILMINGTON & EASTERN NC

Arline Brex	(910) 202-0494	arline.brex@sba.gov
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SBA North Carolina District Loan Approvals October 1 - 31, 2004

<u>FY 2005 - October 1 thru October 31</u>	<u>Loan</u>		<u>504</u>		<u>Total</u>	
<u>Lender</u>	<u>Approvals</u>	<u>Gross 7(a) \$</u>	<u>Loans</u>	<u>Participation \$</u>	<u>Loan #</u>	<u>Total \$</u>
Innovative Bank	40	\$ 255,000			40	
Bank of America	24	\$ 574,000			24	
Capital One Federal Savings	14	\$ 545,000			14	
CIT Small Business Lending	9	\$ 4,457,200			9	
Surrey Bank & Trust	8	\$ 834,600			8	
Wachovia	8	\$ 1,402,000			8	
Bank of Granite	7	\$ 937,900			7	
BB&T	2	\$ 1,750,000	3	\$ 2,313,454	5	\$ 4,063,454
Self Help Credit Union	4	\$ 281,000			4	
Community West Bank	3	\$ 508,700			3	
First Citizens Bank & Trust	1	\$ 75,000	2	\$ 249,125	3	\$ 324,125
California Bank & Trust	2	\$ 280,000			2	
Carolina Bank	2	\$ 600,000			2	
Temecula Valley Bank	2	\$ 2,296,900			2	
United Midwest Savings Bank	2	\$ 2,000,000			2	
Wells Fargo	2	\$ 60,000			2	
Bank of Stanly	1	\$ 31,500	1	\$ 158,500	2	\$ 190,000
The Fidelity Bank	1	\$ 100,000	1	\$ 425,000	2	\$ 525,000
Business Loan Center, LLC	1	\$ 1,000,000			1	
Cardinal State Bank	1	\$ 40,000			1	
CCB	1	\$ 140,000			1	
CNL Commercial Lending	1	\$ 306,000			1	
Coastal Federal Credit Union	1	\$ 100,000			1	
First National Bank - SO	1	\$ 275,000			1	
GE Capital	1	\$ 425,000			1	

SBA North Carolina District Loan Approvals October 1 - 31, 2004 (continued)

Lexington State Bank	1	\$ 825,000			1	
Peoples Bank	1	\$ 224,000			1	\$ 224,000
Bank of Asheville	0	\$	1	\$ 67,500	1	\$ 67,500
Sound Banking Company	1	\$ 40,000			1	
American Community Bank	0	\$	1	\$ 683,250	1	\$ 683,250
Southern Bank & Trust	1	\$ 125,000			1	
Sterns Bank	1	\$ 105,000			1	
Sterling South Bank & Trust	1	\$ 210,165			1	
RBC Centura	0	\$	1	\$ 1,200,000	1	\$ 1,200,000
Southern Community Bank & Trust	0	\$	1	\$ 410,000	1	\$ 410,000
	145	\$ 20,803,965	11		156	
<u>Certified Dev. Corps.</u>						
Self-Help Ventures Fund	3	\$ 929,000				
Centralina Dev. Corp.	2	\$ 840,000				
Business Expansion Funding	2	\$ 1,483,000				
Asheville Buncombe Dev.	2	\$ 613,000				
Northwest Piedmont Dev.	1	\$ 298,000				
Region E Dev.	1	\$ 117,000				
	11	\$ 4,280,000				
Total Approved Loans & \$'s	156	\$ 25,083,965				
7(a) & 504 only						